

AI Project Buyer Decision Checklist

Compare proposals on evidence, responsibility and operating risk.

INTELLIGENT SYSTEMS. PRACTICAL RESULTS.

How this asset operates

Funnel stage	Proposal and decision
Audience	Executive buyers, procurement, technology, finance, security and operations
Trigger	An AI services proposal is under review
Objective	Evaluate the actual delivery system, not only price or model names
Primary CTA	Record the decision and unresolved conditions
Delivery method	PDF buyer guide
CRM action	Attach buying-committee decision and conditions
Follow-up	Proposal review or close
Compliance	General information; use qualified legal, security, privacy, finance and procurement review as required.
KPI	Clear decision criteria, lower scope ambiguity and fewer late blockers

A credible proposal states what will be built, how it will be tested, who owns each dependency and what remains uncertain.

Problem and evidence

- ☐ Workflow and outcome are explicit
- ☐ Current baseline is defined
- ☐ Assumptions and missing evidence are visible
- ☐ No guaranteed outcome is presented as fact

Scope and acceptance

- ☐ In-scope and out-of-scope work are clear
- ☐ Deliverables and milestones are testable
- ☐ Acceptance criteria are written
- ☐ Client responsibilities are explicit
- ☐ Change process is defined

Technology and risk

- ☐ Architecture matches the workflow
- ☐ Data use and vendors are identified

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- ☐ Security and privacy responsibilities are clear
 - ☐ Human authority and exception handling are defined
 - ☐ Evaluation and monitoring are included

Commercial terms

- ☐ Price basis and pass-through costs are clear
- ☐ Payment milestones match deliverables
- ☐ IP and license terms are understood
- ☐ Support and operating costs are visible
- ☐ Termination and transition are addressed

Team and proof

- ☐ Named delivery leaders are credible
- ☐ References or case evidence are permissioned and relevant
- ☐ Subcontractors and partners are disclosed as required
- ☐ No invented certification, partnership or market-leading claim

Decision

Selected option

Why

Conditions before signature

Unresolved risk

Decision owner and date

Decision record and limitations

Decision or conclusion

Evidence supporting the decision

Material limitations and assumptions

Accountable owner

Review date

Important

General information; use qualified legal, security, privacy, finance and procurement review as required.

PlanckCyber resources are general planning tools. They do not create a client relationship or substitute for qualified legal, privacy, security, financial, accounting, engineering, regulatory or procurement review.